

## Message Text

CONFIDENTIAL

PAGE 01 MOSCOW 07503 271449Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 COME-00 INT-05 L-03 SP-02  
STR-04 CIAE-00 INR-07 NSAE-00 TRSE-00 /041 W  
-----280822Z 082169 /20

R 271355Z MAY 77  
FM AMEMBASSY MOSCOW  
TO SECSTATE WASHDC 7976  
INFO AMCONSUL LENINGRAD  
AMEMBASSY OTTAWA  
AMCONSUL WINNIPEG

C O N F I D E N T I A L MOSCOW 7503

E.O. 11652: GDS  
TAGS: EWT, EWWT, UR, US, ETRD  
SUBJ: REPORTED SOVIET SHIPMENT OF POTASH TO THE U.S.

REF: (A) STATE 115648, (B) STATE 113313, (C) LENINGRAD 548,  
(D) STATE 097592

1. POST HAS TAKEN NOTE OF DEPARTMENT'S INTEREST IN SHIPMENTS OF SOVIET POTASH TO UNITED STATES AND EVIDENCE IN REF A THAT OCCIDENTAL WAS INTERMEDIARY IN TWO SUCH RECENT SHIPMENTS. BEFORE DISCUSSING THESE AND OTHER POSSIBLE INTENDED TRANSACTIONS IN DETAIL WITH OCCIDENTAL REPRESENTATIVES HERE, HOWEVER, WE WOULD VERY MUCH APPRECIATE ADDITIONAL BACKGROUND INFORMATION ON SPECIFIC NATURE OF INFORMATION SOUGHT AND PURPOSE FOR WHICH IT IS TO BE USED. (FYI: OXY HAS CONFIRMED THAT SHIPMENT WAS MADE AND APPARENTLY ARRIVED IN BAD SHAPE - HARDENED.)

2. OUR CURIOSITY IN THE CASE ARISES FROM THE SPECIAL INTEREST OF INTERNATIONAL MINERALS AND CHEMICALS CORPORATION (IMC), WHICH DEPARTMENT HAS IDENTIFIED AS POTASH PRODUCER AND TO WHICH THE INFORMATION IN REF C WAS PASSED. IN ACCORDANCE WITH DEPARTMENT'S REQUEST WE HAVE OF COURSE PROTECTED AND WILL PROTECT IMC AS CONFIDENTIAL

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SOURCE. WHILE WE PERCEIVED NO OBJECTION TO DIVULGING WHATEVER STANDARD INFORMATION WE OR LENINGRAD ARE ABLE TO FIND ABOUT SOVIET HAULING AND LOADING CHARGES IN GENERAL (REF C), HOWEVER, WE WOULD BE MOST RELUCTANT TO ASK OCCIDENTAL FOR INFORMATION WHICH IT MIGHT REGARD AS BUSINESS CONFIDENTIAL UNLESS WE CAN FEEL ASSURED THAT THIS DATA IS NOT TO BE

PASSED TO ANOTHER AMERICAN BUSINESS ENTERPRISE WHICH  
MAY CONCEIVABLY BE IN COMPETITION WITH OCCIDENTAL.

3. AS DEPARTMENT IS AWARE, THE BEST SOURCE OF INFORMATION ABOUT OCCIDENTAL ACTIVITIES HERE IS OXY ITSELF. WE BELIEVE THAT WE HAVE DEVELOPED REASONABLY GOOD WORKING RELATIONSHIP AT ALL LEVELS WITH OXY REPRESENTATIVES. IF THIS RELATIONSHIP IS TO CONTINUE, OR EVEN TO BE STRENGTHENED, IT IS OBVIOUS THAT THEY MUST NOT GET THE IMPRESSION THAT WE ARE SOLICITING INFORMATION ON BUSINESS CONFIDENTIAL BASIS WHICH MAY NEVERTHELESS FIND ITS WAY TO POTENTIAL COMPETITORS. WERE THIS TO HAPPEN, WE COULD CLEARLY JEOPARDIZE NOT ONLY OUR RELATIONS TO OXY BUT ALSO TO OTHER MEMBERS OF AMERICAN BUSINESS COMMUNITY IN USSR.  
MATLOCK

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MARINE TRANSPORTATION, POTASSIUM  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
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**TAGS:** EWWT, ETRD, UR, US  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Margaret P. Grafeld  
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